

Message Text

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FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 3978

INFO AMEMBASSY ISLAMABAD

AMCONSUL KARACHI

AMCONSUL LAHORE

AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS NEW DELHI 12498

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: MINING/MINE PLANT PROCESSING/EARTH-MOVING/CONSTRUCTION
EQUIPMENT TRADE MISSION

REF: STATE 202058

1. WE REGRET THE MISUNDERSTANDINGS WHICH HAVE ARISEN
CONCERNING THE COMPOSITION OF THE SUBJECT TRADE MISSION. THE
ORIGINAL MARKET RESEARCH DOCUMENT OF MARCH 26, 1974, WAS
SUBMITTED BEFORE THE SEVERE IMPACT OF THE WORLDWIDE ENERGYS
CRISIS WAS FELT IN INDIA. BY MID-YEAR, HTWEVD IT HAD BECOME
ABUNDANTLY CLEAR THAT THE GOI MUST REARRANGE ITS EARLIER PRIORITIES,
AND IT HAS SINCE BEGUN TO DO SO. OUR A-278 WAS ONE RESULT OF OUR
RECENT REPORTING ON INDIA'S ECONOMIC DIFFICULTIES, HIGHLIGHTING
IN DEPTH THE NEED FOR A CHANGE OF THRUST TO THE PROPOSED TRADE
MISSION-- A CHANGE DESIGNED TO MEET THE NEEDS AND DESIRES OF
THE GOI. WE REITERATE THAT IT IS HIGHLY UNLIKELY THAT THE GOI
WILL EARMARK FOREIGN EXCHANGE FOR CONSTRUCTION AND EARTHMOVING
EQUIPMENT IN THE COMING YEAR.

2. WE FULLY APPRECIATE THE PROBLEMS FACED BY COMMERCE

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IN RECRUITING A MISSION TAILORED TO BOTH THE NEEDS OF INDIA AND

PAKISTAN. AS YOU WILL NOTE FROM OUR PREVIOUS MESSAGES,. OUR CONCERN IS THAT WE TAKE FULL ADVANTAGE OF THE VERY GREAT EMPHASIS WHICH THE GOI IS NOW PLACING ON IMPROVED AND EXPANDED EXTRACTION OF COAL AND OTHER KEY MINERALS. WE HOPE TO HAVE AS A MINIMUM, EQUIPMENT SPECIALISTS IN THE AREAS OF OPEN PIT COAL AND HARD ROCK MINING, UNDERGROUND COAL AND HARD ROCK MINING, AND COAL AND HARD ROCK PLANT DESIGN AND OPERATION.

3. WE WOULD APPRECIATE LEARNING WHICH FIRMS HAVE AGREES TO PARTICIPATE IN THE MISSION. PLEASE KEEP US INFORMED ON A REGULAR BASIS OF THE SUCCESS OF YOUR RECRUITING ATTEMPTS. IF IT APPEARS THAT CERTAIN KEY PRODUCT AREAS FOR INDIA MAY NOT BE ADEQUATELY REPRESENTED ON THE MISSION, WE WILT BE DELIGHTED TO DO WHAT WE CAN FROM THIS END TO ENCOURAGE RELUCTANT FIRMS TO JOIN THE MISSION.

4. IF THE KEY PRODUCT AREA ARE REPRESENTED ON THE MISSION, WE HAVE NO DIFFICULTY WITH THE INCLUSION OF REPRESENTATIVES OF GENERAL EARTH MOVING/CONSTRUCTION EQUIPMENT FIRMS WHICH WOULD SATISFY PAKISTAN'S NEEDS. WE WILL ATTEMPT TO GIVE MISSION MEMBERS IN THIS PRODUCT CATEGORY ACCESS TO KEY GOI OFFICIALS AND MAJOR END USERS. SCHNEIDER

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